

A  
0  
0  
0  
5  
7  
0  
4  
3  
4  
1



NEW YORK PUBLIC LIBRARY  
ASTOR LENOX TILDEN FOUNDATION  
500 5TH AVENUE  
NEW YORK, N.Y. 10017

LETTERS *from*  
*a* SELF-MADE  
MERCHANT  
*to his* SON



Written in Gregg Shorthand



THE LIBRARY  
OF  
THE UNIVERSITY  
OF CALIFORNIA  
LOS ANGELES



Digitized by the Internet Archive  
in 2007 with funding from  
Microsoft Corporation

# Letters from A Self-Made Merchant To His Son

---

Being some of the letters written by John Graham, head of the House of Graham & Company, Pork Packers in Chicago, familiarly known on 'Change as "Old Gorgon Graham," to his son, Pierrepont, facetiously known to his intimates as "Piggy."

---

*By*

GEORGE HORACE LORIMER

---

Written in Gregg Shorthand

*Revised Edition*

---

Published by permission of  
SMALL, MAYNARD & COMPANY, BOSTON

*The Gregg Publishing Company*

New York Chicago Boston San Francisco  
London

UNIV. OF CALIFORNIA  
AT LOS ANGELES

Shorthand Plates Written by  
GEORGIE GREGG  
H-55-PP-3  
Ch

PRINTED IN THE UNITED STATES OF AMERICA

REPRODUCED FROM THE  
ORIGINAL MANUSCRIPT

REPRODUCED FROM THE  
ORIGINAL MANUSCRIPT

Z57  
L 8 7 E

## Preface

---

ONE of the most interesting and helpful books published in recent years is "LETTERS from a SELF-MADE MERCHANT to his son," by George Horace Lorimer. We read these letters with much pleasure when they were appearing in serial form and made use of them—as did many other teachers—in giving advanced dictation to shorthand students. They were a welcome relief from the monotony of continuous dictation of business papers and correspondence, and at the same time they enforced many valuable lessons in such a way as to impress them vividly upon the minds of the students. The dictation of something in a lighter vein is desirable occasionally, and for this purpose there could be nothing more suitable than the letters contained in this book.

Recently William Marion Reedy, in an article about the *Saturday Evening Post*, which has been edited by Mr. Lorimer for many years said:

George Horace Lorimer is the world's greatest editor. Lorimer's "Letters from a Self-made Merchant to his Son" is the best piece of pragmatic philosophy since Ben Franklin, who founded the *Saturday Evening Post*.

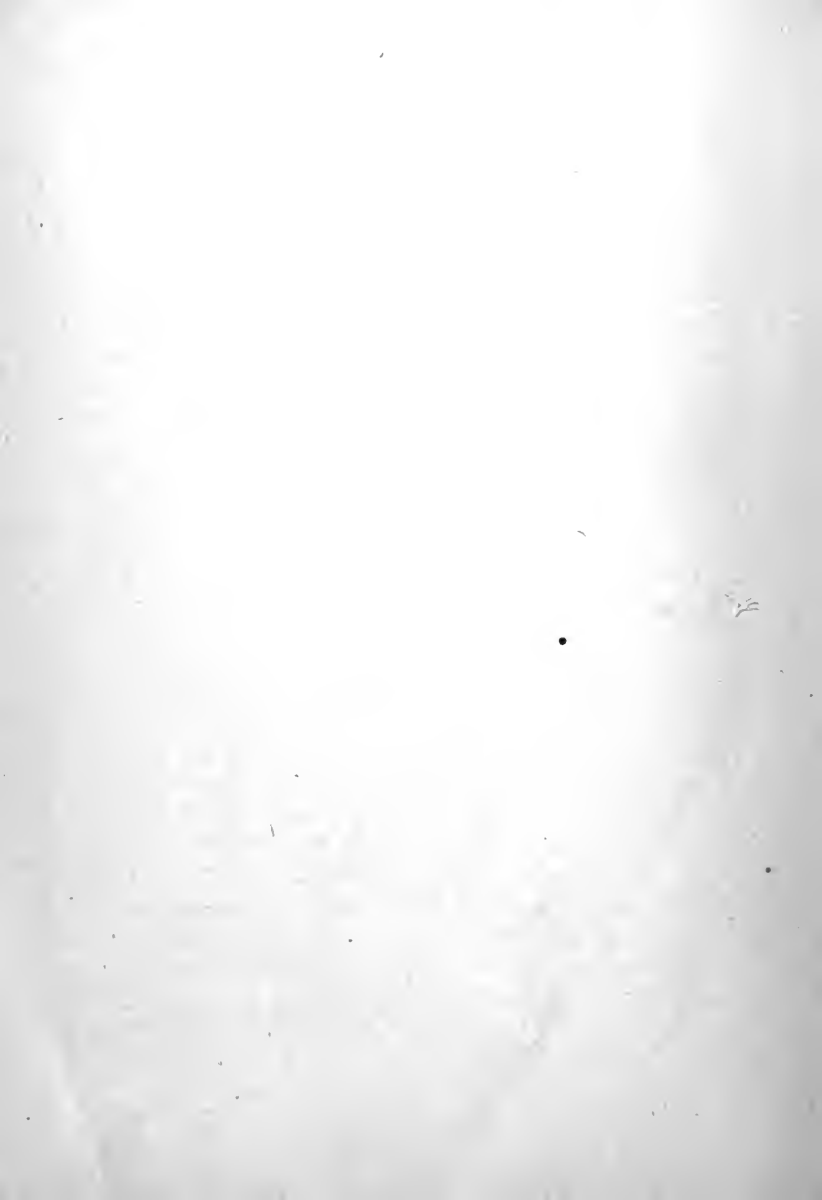
In issuing this selection of letters from the original book, we desire to acknowledge our indebtedness to the publishers, Messrs. Small, Maynard and Company, for permission to use a certain number of these letters in this way, and also to the artists, B. Martin Justice and F. R. Gruger, for the use of some of the illustrations.

To those who enjoy reading these letters we heartily commend the complete work, which contains a number of others equally entertaining and helpful.

THE GREGG PUBLISHING COMPANY

448569

JAN 5 '43  
TUTTLE  
LIBRARY SETS





# CONTENTS

---

Page

- I. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University, Cambridge, Mass.

*Mr. Pierrepont has just become a member, in good and regular standing, of the Freshman class.....* 9

- II. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University.

*Mr. Pierrepont's expense account has just passed under his father's eye, and has furnished him with a text for some plain particularities.....* 19

- III. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University.

*Mr. Pierrepont finds Cambridge to his liking, and has suggested that he take a post-graduate course to fill up some gaps which he has found in his education.....* 31

- IV. From John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York.

*Mr. Pierrepont has suggested the grand tour as a proper finish to his education.....* 45

- V. From John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at Lake Moosatchemawamuc, in the Maine woods.

*Mr. Pierrepont has written to his father withdrawing his suggestion.....* 55

## CONTENTS—Continued

---

	Page
X. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at the Commercial House, Jeffersonville, Indiana. <i>Mr. Pierrepont has been promoted to the position of traveling salesman for the house, and has started out on the road.....</i>	67
XI. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Planters' Palace Hotel at Big Gap, Kentucky. <i>Mr. Pierrepont's orders are small and his expenses are large, so his father feels pessimistic over his prospects.....</i>	79
XIII. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, care of The Hoosier Grocery Co., Indianapolis, Indiana. <i>Mr. Pierrepont's orders have been looking up, so the old man gives him a pat on the back—but not too hard a one.....</i>	91
XV. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Scrub Oaks, Spring Lake, Michigan. <i>Mr. Pierrepont has been promoted again, and the old man sends him a little advice with his appointment.....</i>	103

## No. 1

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago,  
to his son, Pierrepont, at  
Harvard University, Cam-  
bridge, Mass. Mr. Pierre-  
pont has just been settled  
by his mother as a mem-  
ber, in good and regular  
standing, of the Freshman  
class.



*"Old Doc Hoover asked me right  
out in Sunday School if I didn't want  
to be saved."*

۱. در مورد ...  
 ۲. ...  
 ۳. ...  
 ۴. ...  
 ۵. ...  
 ۶. ...  
 ۷. ...  
 ۸. ...  
 ۹. ...  
 ۱۰. ...

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20.  
 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40.  
 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60.  
 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80.  
 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.  
 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120.  
 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140.  
 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160.  
 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180.  
 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200.

The first thing I want to say  
 is that I am very glad to hear  
 of your success in your studies.  
 I hope you will continue to  
 love learning and to be a  
 good student. I am sure you  
 will be a great success in  
 your career. I am proud of you  
 and of all you have accomplished.  
 I hope you will be a good  
 father and a good husband.  
 I love you very much and  
 I am sure you will be a  
 great success in all you do.  
 I am proud of you and of all  
 you have accomplished. I hope  
 you will be a good father and  
 a good husband. I love you  
 very much and I am sure you  
 will be a great success in all  
 you do. I am proud of you and  
 of all you have accomplished.









[illegible]

. n b . i e e . p o o e -  
 n . f o r v . e e . n -  
 . . l ( a o - b i e . l . r e  
 r l y n - t h e r  
 n b . g o g e o s i n o e y  
 . . i b - . i n i b . n - . f  
 . . e l a o b o e i . e d s  
 b e n y i n e . p . l . l .  
 b . l . n . . o n d e l . o o  
 r e e b . n d g o 2 ) 2 b 4 (   
 n o n l ( n e n h i e  
 o g g a r o = n b ( n e .  
 n h y n = b i - . n o  
 / o . - y f n l ( n

e. i. 4: - ng a lo e )  
 it e s ( r e . ng  
 dy e e 1 - e s t e o b -  
 - 9 9 9 b - 2 . 2 - 2 0 5  
 - 1 2 7 b e . o r u o o -  
 2 1 1 . 1 n 2 i y f i o  
 - 9 1 o o r - . e p . l i  
 s o i e n y b b o . 7 b  
 o o . c . e . b . 4 o e l i e  
 p b - 2 ; 1 o n y b /  
 e b i e e i . 7 o . 2 e e .  
 7 b 1 o o t e i . e r e  
 ( . 2 - 9 e p b - 2 )  
 ( e o i . f o r . n e o i i

4 9 03 - "0 - 2" 50 . 4 .  
 1 2 2 . 4 1 2 / 7 4 4 0  
 27 - 2 - 6 9 . 27 2 0 2  
 27 4 . 2 4 9 4 . 2 1 0 1  
 0 1 0 2 -

2 2

4 2

## No. 2

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago,  
to his son, Pierrepont, at  
Harvard University.

Mr. Pierrepont's expense  
account has just passed  
under his father's eye,  
and has furnished him  
with a text for some plain  
particularities.



*"I have seen hundreds of boys go to Europe who didn't bring back a great deal except a few trunks of badly fitting clothes."*







(2) 7. 6. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.



ex. 00. n f o s. 6 n  
 4: 000 ) n 1 3 n - f: i -  
 1 - d r d o o n s i o  
 9 - 2 - 6 r r . n s . 4 i s s .  
 o 1 6 s p o n ; ( ) y o o  
 n 3 0000 1 1 - 6 r  
 o t > o d o o e i s - -  
 e p r a i s h o - - o o e l i s )  
 o 6 i . n d n n e l t - l  
 1 d h e . o o o f p a s . n d  
 o n o o o o o o n n f i  
 - t o ) n 1 . n - b o y n  
 i l . o . f r e s p e . d d .  
 n 2 6 - o o o n ( n . o b i i )

[illegible]

— . e u — — o l 2 r l u e  
 g l n e — ( o z — o y . o . p  
 / " . o y / ) — o . l f l  
 6 o — l y o e l . l i e s . —  
 ( p , ) l h . e b i d . e . f l  
 l u — o o — o l a y n e  
 " e . o e r i n e l y . o k  
 ( - 9 k e t i o o r l i ? o u  
 o o y e . i f e o o o  
 7 — o u 6 7 . l o o l o l i  
 ) o l f i e s t y — . — ( o  
 u e . t o . 9 f o d e i 9 l  
 l . f l l n e o l y l . i . l  
 — e f i n e o o — — —

1841  
 1842  
 1843  
 1844  
 1845  
 1846  
 1847  
 1848  
 1849  
 1850  
 1851  
 1852  
 1853  
 1854  
 1855  
 1856  
 1857  
 1858  
 1859  
 1860  
 1861  
 1862  
 1863  
 1864  
 1865  
 1866  
 1867  
 1868  
 1869  
 1870  
 1871  
 1872  
 1873  
 1874  
 1875  
 1876  
 1877  
 1878  
 1879  
 1880  
 1881  
 1882  
 1883  
 1884  
 1885  
 1886  
 1887  
 1888  
 1889  
 1890  
 1891  
 1892  
 1893  
 1894  
 1895  
 1896  
 1897  
 1898  
 1899  
 1900



e, 9 x u. s. t. i. v. y. a. b.  
 o l e n - b o w l r u n k.  
 ( b / 2 x r r y u l i n u r  
 w l e n e s o s u n l  
 e y l a l , - 4 > u l d i 2 7  
 u - o . e n n y l u - n  
 u . n o e n l o n g o s - w l  
 o - b d z r - r - a b i  
 n l o n - 7 ; f . i ' n e e l u  
 u - o r o -

2 2  
 l e



### No. 3

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago,  
to his son, Pierrepont, at  
Harvard University.

Mr. Pierrepont finds Cambridge to his liking, and has suggested that he take a post-graduate course to fill up some gaps which he has found in his education.



*"I put Jim Durham out on the  
road to introduce a new product."*



and the 1st of May, 1861.  
 I, the 1st of May, 1861.  
 2nd of May, 1861.  
 3rd of May, 1861.  
 4th of May, 1861.  
 5th of May, 1861.  
 6th of May, 1861.  
 7th of May, 1861.  
 8th of May, 1861.  
 9th of May, 1861.  
 10th of May, 1861.  
 11th of May, 1861.  
 12th of May, 1861.  
 13th of May, 1861.  
 14th of May, 1861.  
 15th of May, 1861.  
 16th of May, 1861.  
 17th of May, 1861.  
 18th of May, 1861.  
 19th of May, 1861.  
 20th of May, 1861.  
 21st of May, 1861.  
 22nd of May, 1861.  
 23rd of May, 1861.  
 24th of May, 1861.  
 25th of May, 1861.  
 26th of May, 1861.  
 27th of May, 1861.  
 28th of May, 1861.  
 29th of May, 1861.  
 30th of May, 1861.  
 31st of May, 1861.  
 1st of June, 1861.  
 2nd of June, 1861.  
 3rd of June, 1861.  
 4th of June, 1861.  
 5th of June, 1861.  
 6th of June, 1861.  
 7th of June, 1861.  
 8th of June, 1861.  
 9th of June, 1861.  
 10th of June, 1861.  
 11th of June, 1861.  
 12th of June, 1861.  
 13th of June, 1861.  
 14th of June, 1861.  
 15th of June, 1861.  
 16th of June, 1861.  
 17th of June, 1861.  
 18th of June, 1861.  
 19th of June, 1861.  
 20th of June, 1861.  
 21st of June, 1861.  
 22nd of June, 1861.  
 23rd of June, 1861.  
 24th of June, 1861.  
 25th of June, 1861.  
 26th of June, 1861.  
 27th of June, 1861.  
 28th of June, 1861.  
 29th of June, 1861.  
 30th of June, 1861.  
 1st of July, 1861.  
 2nd of July, 1861.  
 3rd of July, 1861.  
 4th of July, 1861.  
 5th of July, 1861.  
 6th of July, 1861.  
 7th of July, 1861.  
 8th of July, 1861.  
 9th of July, 1861.  
 10th of July, 1861.  
 11th of July, 1861.  
 12th of July, 1861.  
 13th of July, 1861.  
 14th of July, 1861.  
 15th of July, 1861.  
 16th of July, 1861.  
 17th of July, 1861.  
 18th of July, 1861.  
 19th of July, 1861.  
 20th of July, 1861.  
 21st of July, 1861.  
 22nd of July, 1861.  
 23rd of July, 1861.  
 24th of July, 1861.  
 25th of July, 1861.  
 26th of July, 1861.  
 27th of July, 1861.  
 28th of July, 1861.  
 29th of July, 1861.  
 30th of July, 1861.  
 31st of July, 1861.  
 1st of August, 1861.  
 2nd of August, 1861.  
 3rd of August, 1861.  
 4th of August, 1861.  
 5th of August, 1861.  
 6th of August, 1861.  
 7th of August, 1861.  
 8th of August, 1861.  
 9th of August, 1861.  
 10th of August, 1861.  
 11th of August, 1861.  
 12th of August, 1861.  
 13th of August, 1861.  
 14th of August, 1861.  
 15th of August, 1861.  
 16th of August, 1861.  
 17th of August, 1861.  
 18th of August, 1861.  
 19th of August, 1861.  
 20th of August, 1861.  
 21st of August, 1861.  
 22nd of August, 1861.  
 23rd of August, 1861.  
 24th of August, 1861.  
 25th of August, 1861.  
 26th of August, 1861.  
 27th of August, 1861.  
 28th of August, 1861.  
 29th of August, 1861.  
 30th of August, 1861.  
 31st of August, 1861.  
 1st of September, 1861.  
 2nd of September, 1861.  
 3rd of September, 1861.  
 4th of September, 1861.  
 5th of September, 1861.  
 6th of September, 1861.  
 7th of September, 1861.  
 8th of September, 1861.  
 9th of September, 1861.  
 10th of September, 1861.  
 11th of September, 1861.  
 12th of September, 1861.  
 13th of September, 1861.  
 14th of September, 1861.  
 15th of September, 1861.  
 16th of September, 1861.  
 17th of September, 1861.  
 18th of September, 1861.  
 19th of September, 1861.  
 20th of September, 1861.  
 21st of September, 1861.  
 22nd of September, 1861.  
 23rd of September, 1861.  
 24th of September, 1861.  
 25th of September, 1861.  
 26th of September, 1861.  
 27th of September, 1861.  
 28th of September, 1861.  
 29th of September, 1861.  
 30th of September, 1861.  
 1st of October, 1861.  
 2nd of October, 1861.  
 3rd of October, 1861.  
 4th of October, 1861.  
 5th of October, 1861.  
 6th of October, 1861.  
 7th of October, 1861.  
 8th of October, 1861.  
 9th of October, 1861.  
 10th of October, 1861.  
 11th of October, 1861.  
 12th of October, 1861.  
 13th of October, 1861.  
 14th of October, 1861.  
 15th of October, 1861.  
 16th of October, 1861.  
 17th of October, 1861.  
 18th of October, 1861.  
 19th of October, 1861.  
 20th of October, 1861.  
 21st of October, 1861.  
 22nd of October, 1861.  
 23rd of October, 1861.  
 24th of October, 1861.  
 25th of October, 1861.  
 26th of October, 1861.  
 27th of October, 1861.  
 28th of October, 1861.  
 29th of October, 1861.  
 30th of October, 1861.  
 31st of October, 1861.  
 1st of November, 1861.  
 2nd of November, 1861.  
 3rd of November, 1861.  
 4th of November, 1861.  
 5th of November, 1861.  
 6th of November, 1861.  
 7th of November, 1861.  
 8th of November, 1861.  
 9th of November, 1861.  
 10th of November, 1861.  
 11th of November, 1861.  
 12th of November, 1861.  
 13th of November, 1861.  
 14th of November, 1861.  
 15th of November, 1861.  
 16th of November, 1861.  
 17th of November, 1861.  
 18th of November, 1861.  
 19th of November, 1861.  
 20th of November, 1861.  
 21st of November, 1861.  
 22nd of November, 1861.  
 23rd of November, 1861.  
 24th of November, 1861.  
 25th of November, 1861.  
 26th of November, 1861.  
 27th of November, 1861.  
 28th of November, 1861.  
 29th of November, 1861.  
 30th of November, 1861.  
 1st of December, 1861.  
 2nd of December, 1861.  
 3rd of December, 1861.  
 4th of December, 1861.  
 5th of December, 1861.  
 6th of December, 1861.  
 7th of December, 1861.  
 8th of December, 1861.  
 9th of December, 1861.  
 10th of December, 1861.  
 11th of December, 1861.  
 12th of December, 1861.  
 13th of December, 1861.  
 14th of December, 1861.  
 15th of December, 1861.  
 16th of December, 1861.  
 17th of December, 1861.  
 18th of December, 1861.  
 19th of December, 1861.  
 20th of December, 1861.  
 21st of December, 1861.  
 22nd of December, 1861.  
 23rd of December, 1861.  
 24th of December, 1861.  
 25th of December, 1861.  
 26th of December, 1861.  
 27th of December, 1861.  
 28th of December, 1861.  
 29th of December, 1861.  
 30th of December, 1861.  
 31st of December, 1861.







1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.



[illegible]

- - - - - 1 2 3 4 5 6 7 8 9 10  
 11 12 13 14 15 16 17 18 19 20  
 21 22 23 24 25 26 27 28 29 30  
 31 32 33 34 35 36 37 38 39 40  
 41 42 43 44 45 46 47 48 49 50  
 51 52 53 54 55 56 57 58 59 60  
 61 62 63 64 65 66 67 68 69 70  
 71 72 73 74 75 76 77 78 79 80  
 81 82 83 84 85 86 87 88 89 90  
 91 92 93 94 95 96 97 98 99 100

[illegible]



[illegible]

[illegible]

2 2  
L



## No. 4

**F**ROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York. Mr. Pierrepont has suggested the grand tour as a proper finish to his education.



*"Old Dick Stover was the worst hand  
at procrastinating that I ever saw."*

## IV

July 25, 189—

1. 4:27 a.m. 10. 10. 10.  
 2. 4:40 a.m. 10. 10. 10.  
 3. 4:50 a.m. 10. 10. 10.  
 4. 5:00 a.m. 10. 10. 10.  
 5. 5:10 a.m. 10. 10. 10.  
 6. 5:20 a.m. 10. 10. 10.  
 7. 5:30 a.m. 10. 10. 10.  
 8. 5:40 a.m. 10. 10. 10.  
 9. 5:50 a.m. 10. 10. 10.  
 10. 6:00 a.m. 10. 10. 10.  
 11. 6:10 a.m. 10. 10. 10.  
 12. 6:20 a.m. 10. 10. 10.  
 13. 6:30 a.m. 10. 10. 10.  
 14. 6:40 a.m. 10. 10. 10.  
 15. 6:50 a.m. 10. 10. 10.  
 16. 7:00 a.m. 10. 10. 10.  
 17. 7:10 a.m. 10. 10. 10.  
 18. 7:20 a.m. 10. 10. 10.  
 19. 7:30 a.m. 10. 10. 10.  
 20. 7:40 a.m. 10. 10. 10.  
 21. 7:50 a.m. 10. 10. 10.  
 22. 8:00 a.m. 10. 10. 10.  
 23. 8:10 a.m. 10. 10. 10.  
 24. 8:20 a.m. 10. 10. 10.  
 25. 8:30 a.m. 10. 10. 10.  
 26. 8:40 a.m. 10. 10. 10.  
 27. 8:50 a.m. 10. 10. 10.  
 28. 9:00 a.m. 10. 10. 10.  
 29. 9:10 a.m. 10. 10. 10.  
 30. 9:20 a.m. 10. 10. 10.  
 31. 9:30 a.m. 10. 10. 10.  
 32. 9:40 a.m. 10. 10. 10.  
 33. 9:50 a.m. 10. 10. 10.  
 34. 10:00 a.m. 10. 10. 10.  
 35. 10:10 a.m. 10. 10. 10.  
 36. 10:20 a.m. 10. 10. 10.  
 37. 10:30 a.m. 10. 10. 10.  
 38. 10:40 a.m. 10. 10. 10.  
 39. 10:50 a.m. 10. 10. 10.  
 40. 11:00 a.m. 10. 10. 10.  
 41. 11:10 a.m. 10. 10. 10.  
 42. 11:20 a.m. 10. 10. 10.  
 43. 11:30 a.m. 10. 10. 10.  
 44. 11:40 a.m. 10. 10. 10.  
 45. 11:50 a.m. 10. 10. 10.  
 46. 12:00 p.m. 10. 10. 10.  
 47. 12:10 p.m. 10. 10. 10.  
 48. 12:20 p.m. 10. 10. 10.  
 49. 12:30 p.m. 10. 10. 10.  
 50. 12:40 p.m. 10. 10. 10.  
 51. 12:50 p.m. 10. 10. 10.  
 52. 1:00 p.m. 10. 10. 10.  
 53. 1:10 p.m. 10. 10. 10.  
 54. 1:20 p.m. 10. 10. 10.  
 55. 1:30 p.m. 10. 10. 10.  
 56. 1:40 p.m. 10. 10. 10.  
 57. 1:50 p.m. 10. 10. 10.  
 58. 2:00 p.m. 10. 10. 10.  
 59. 2:10 p.m. 10. 10. 10.  
 60. 2:20 p.m. 10. 10. 10.  
 61. 2:30 p.m. 10. 10. 10.  
 62. 2:40 p.m. 10. 10. 10.  
 63. 2:50 p.m. 10. 10. 10.  
 64. 3:00 p.m. 10. 10. 10.  
 65. 3:10 p.m. 10. 10. 10.  
 66. 3:20 p.m. 10. 10. 10.  
 67. 3:30 p.m. 10. 10. 10.  
 68. 3:40 p.m. 10. 10. 10.  
 69. 3:50 p.m. 10. 10. 10.  
 70. 4:00 p.m. 10. 10. 10.  
 71. 4:10 p.m. 10. 10. 10.  
 72. 4:20 p.m. 10. 10. 10.  
 73. 4:30 p.m. 10. 10. 10.  
 74. 4:40 p.m. 10. 10. 10.  
 75. 4:50 p.m. 10. 10. 10.  
 76. 5:00 p.m. 10. 10. 10.  
 77. 5:10 p.m. 10. 10. 10.  
 78. 5:20 p.m. 10. 10. 10.  
 79. 5:30 p.m. 10. 10. 10.  
 80. 5:40 p.m. 10. 10. 10.  
 81. 5:50 p.m. 10. 10. 10.  
 82. 6:00 p.m. 10. 10. 10.  
 83. 6:10 p.m. 10. 10. 10.  
 84. 6:20 p.m. 10. 10. 10.  
 85. 6:30 p.m. 10. 10. 10.  
 86. 6:40 p.m. 10. 10. 10.  
 87. 6:50 p.m. 10. 10. 10.  
 88. 7:00 p.m. 10. 10. 10.  
 89. 7:10 p.m. 10. 10. 10.  
 90. 7:20 p.m. 10. 10. 10.  
 91. 7:30 p.m. 10. 10. 10.  
 92. 7:40 p.m. 10. 10. 10.  
 93. 7:50 p.m. 10. 10. 10.  
 94. 8:00 p.m. 10. 10. 10.  
 95. 8:10 p.m. 10. 10. 10.  
 96. 8:20 p.m. 10. 10. 10.  
 97. 8:30 p.m. 10. 10. 10.  
 98. 8:40 p.m. 10. 10. 10.  
 99. 8:50 p.m. 10. 10. 10.  
 100. 9:00 p.m. 10. 10. 10.



H; (-) m - 1 - 2, 5.  
 22, 1900. m - 10) 6-5  
 1906. 4, 17, 24. - 20) 100. 6  
 on 6. m m - 2 (02)  
 10, 1) 6. m 9. - 5. m 1. 6  
 m m - 1. m 6 m 1. 5  
 1 - 2 m m m - 1 m 2 7 m -  
 ! C m. (5 = 2 m m 0 7 m  
 2 m m; (6 m m 1 7) 1 m  
 - m m m m m, d. m m  
 5 m - 6 m 6 / m m - (7. 2  
 m m, 1, 2) (7. 2 m m, 1, 2  
 m m m m m (m m m  
 6 m m m m m m m m m



[illegible]







[illegible]

2 2 2

6 re

## No. 5

**F**ROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at Lake Moosgatchemawawmuc, in the Maine woods. Mr. Pierrepont has written to his father withdrawing his suggestion.



*"Charlie Chase told me he was  
President of the Klondike Exploring,  
Gold Prospecting and Immigration  
Company."*







n n n - d n o f p h o r . n .  
 u n n . e / n r e - g r -  
 x ( b r r e y / o n - g e y ) .  
 o n n - ( e n n )  
 - n n - o . y / ( o , e  
 g l r g - g / d r - g h r m  
 s s n n y n d r g n - n o r  
 d r h / n n e e e e e y . g  
 n e r w . d / n n ( o b o r  
 e a b o n i . o / e n " f = n  
 o r e n n n n n n n n n n )  
 h o n n n n n n n n n n -  
 h o n n n n n n n n n n  
 h o n n n n n n n n n n



a. d. v. - v. r. (v. r. i. 2  
 . v. r. i. 2. v. r. i. 2. v. r. i. 2  
 v. r. i. 2. v. r. i. 2. v. r. i. 2  
 - y. i. 2. v. r. i. 2. v. r. i. 2  
 (v. r. i. 2. v. r. i. 2. v. r. i. 2  
 ). v. r. i. 2. v. r. i. 2. v. r. i. 2  
 / v. r. i. 2. v. r. i. 2. v. r. i. 2  
 - (v. r. i. 2. v. r. i. 2. v. r. i. 2  
 v. r. i. 2. v. r. i. 2. v. r. i. 2  
 / v. r. i. 2. v. r. i. 2. v. r. i. 2  
 - (v. r. i. 2. v. r. i. 2. v. r. i. 2  
 - i. v. r. i. 2. v. r. i. 2. v. r. i. 2  
 v. r. i. 2. v. r. i. 2. v. r. i. 2  
 v. r. i. 2. v. r. i. 2. v. r. i. 2  
 v. r. i. 2. v. r. i. 2. v. r. i. 2  
 v. r. i. 2. v. r. i. 2. v. r. i. 2

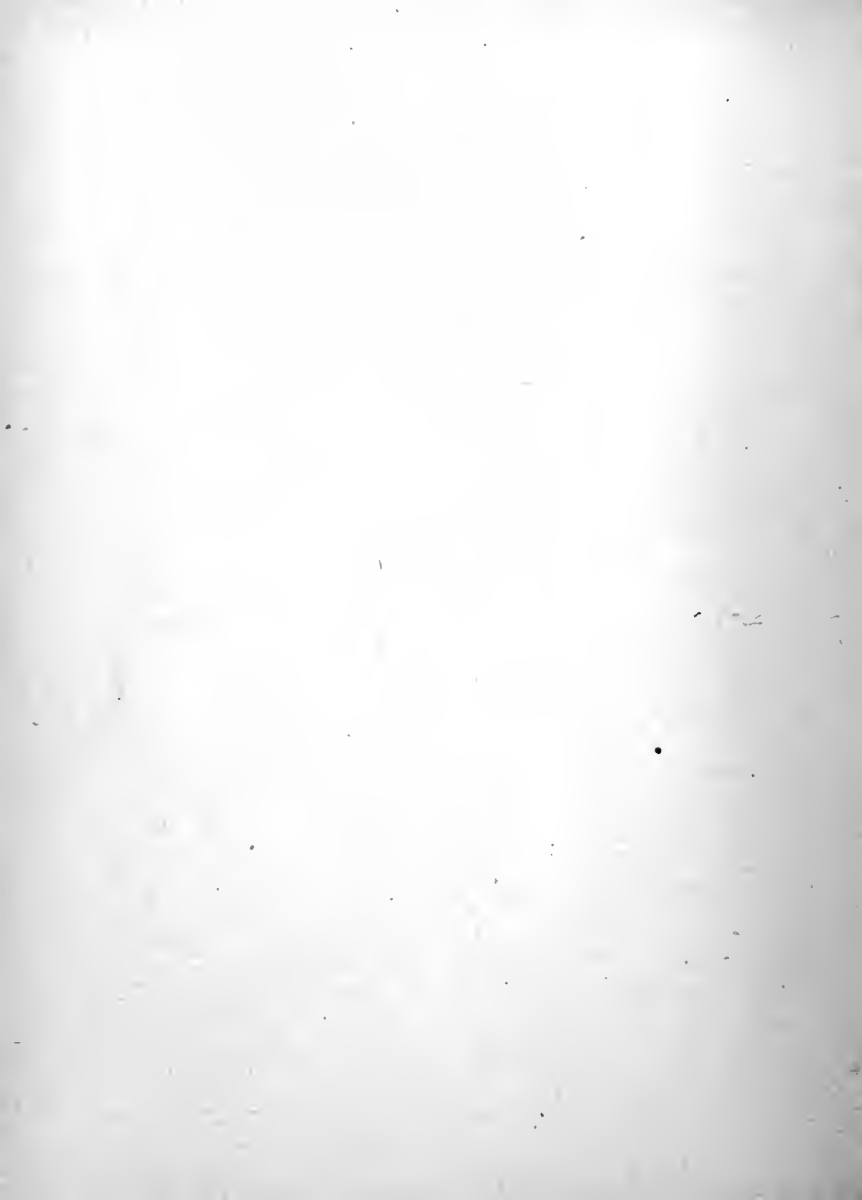
. 60 m d n . 6 d h s t d - i n g  
 2 m s i / m e e - n y n h e e }  
 2 . 6 0 0 0 0 i ( - s b ) / 7 -  
 e b 9 . 1 0 ) - 2 - . h i s e  
 m e e n ) ! d b e d , e e  
 e e . 3 ) s b b d - 6 0 s ) d  
 m / 1 0 . - . 1 2 = . s d s s  
 / e e k ) / e . s b e e d  
 f , = 0 - m . e . 1 0 3 m e s b e  
 d , b e b . s . 7 . 4 - i ( e o d  
 7 - m b e e ) , . 6 d i l  
 1 0 . e e i s , m i d - m s 2  
 e . ! b e s e - ( - s m s y  
 8 - 1 0 3 ( ) s y - . i b e i .

→ 1. 100 = 100 - 100 = 0  
 2. 100 = 100 - 100 = 0  
 3. 100 = 100 - 100 = 0  
 4. 100 = 100 - 100 = 0  
 5. 100 = 100 - 100 = 0  
 6. 100 = 100 - 100 = 0  
 7. 100 = 100 - 100 = 0  
 8. 100 = 100 - 100 = 0  
 9. 100 = 100 - 100 = 0  
 10. 100 = 100 - 100 = 0



*[Handwritten notes in cursive script, mostly illegible due to extreme blurriness.]*

22  
L. re



## No. 10

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago,  
to his son, Pierrepont, at  
the Commercial House,  
Jeffersonville, Indiana.  
Mr. Pierrepont has been  
promoted to the position  
of traveling salesman for  
the house, and has started  
out on the road.



*"You looked so blamed important and  
chesty when you started off."*



to — p 1, 189—

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.



6.  $\frac{1}{2} \times 2 = 1$   $\frac{1}{3} \times 3 = 1$   $\frac{1}{4} \times 4 = 1$   $\frac{1}{5} \times 5 = 1$   
 $\frac{1}{6} \times 6 = 1$   $\frac{1}{7} \times 7 = 1$   $\frac{1}{8} \times 8 = 1$   $\frac{1}{9} \times 9 = 1$   
 $\frac{1}{10} \times 10 = 1$   $\frac{1}{11} \times 11 = 1$   $\frac{1}{12} \times 12 = 1$   $\frac{1}{13} \times 13 = 1$   
 $\frac{1}{14} \times 14 = 1$   $\frac{1}{15} \times 15 = 1$   $\frac{1}{16} \times 16 = 1$   $\frac{1}{17} \times 17 = 1$   
 $\frac{1}{18} \times 18 = 1$   $\frac{1}{19} \times 19 = 1$   $\frac{1}{20} \times 20 = 1$   $\frac{1}{21} \times 21 = 1$   
 $\frac{1}{22} \times 22 = 1$   $\frac{1}{23} \times 23 = 1$   $\frac{1}{24} \times 24 = 1$   $\frac{1}{25} \times 25 = 1$   
 $\frac{1}{26} \times 26 = 1$   $\frac{1}{27} \times 27 = 1$   $\frac{1}{28} \times 28 = 1$   $\frac{1}{29} \times 29 = 1$   
 $\frac{1}{30} \times 30 = 1$   $\frac{1}{31} \times 31 = 1$   $\frac{1}{32} \times 32 = 1$   $\frac{1}{33} \times 33 = 1$   
 $\frac{1}{34} \times 34 = 1$   $\frac{1}{35} \times 35 = 1$   $\frac{1}{36} \times 36 = 1$   $\frac{1}{37} \times 37 = 1$   
 $\frac{1}{38} \times 38 = 1$   $\frac{1}{39} \times 39 = 1$   $\frac{1}{40} \times 40 = 1$   $\frac{1}{41} \times 41 = 1$   
 $\frac{1}{42} \times 42 = 1$   $\frac{1}{43} \times 43 = 1$   $\frac{1}{44} \times 44 = 1$   $\frac{1}{45} \times 45 = 1$   
 $\frac{1}{46} \times 46 = 1$   $\frac{1}{47} \times 47 = 1$   $\frac{1}{48} \times 48 = 1$   $\frac{1}{49} \times 49 = 1$   
 $\frac{1}{50} \times 50 = 1$   $\frac{1}{51} \times 51 = 1$   $\frac{1}{52} \times 52 = 1$   $\frac{1}{53} \times 53 = 1$   
 $\frac{1}{54} \times 54 = 1$   $\frac{1}{55} \times 55 = 1$   $\frac{1}{56} \times 56 = 1$   $\frac{1}{57} \times 57 = 1$   
 $\frac{1}{58} \times 58 = 1$   $\frac{1}{59} \times 59 = 1$   $\frac{1}{60} \times 60 = 1$   $\frac{1}{61} \times 61 = 1$   
 $\frac{1}{62} \times 62 = 1$   $\frac{1}{63} \times 63 = 1$   $\frac{1}{64} \times 64 = 1$   $\frac{1}{65} \times 65 = 1$   
 $\frac{1}{66} \times 66 = 1$   $\frac{1}{67} \times 67 = 1$   $\frac{1}{68} \times 68 = 1$   $\frac{1}{69} \times 69 = 1$   
 $\frac{1}{70} \times 70 = 1$   $\frac{1}{71} \times 71 = 1$   $\frac{1}{72} \times 72 = 1$   $\frac{1}{73} \times 73 = 1$   
 $\frac{1}{74} \times 74 = 1$   $\frac{1}{75} \times 75 = 1$   $\frac{1}{76} \times 76 = 1$   $\frac{1}{77} \times 77 = 1$   
 $\frac{1}{78} \times 78 = 1$   $\frac{1}{79} \times 79 = 1$   $\frac{1}{80} \times 80 = 1$   $\frac{1}{81} \times 81 = 1$   
 $\frac{1}{82} \times 82 = 1$   $\frac{1}{83} \times 83 = 1$   $\frac{1}{84} \times 84 = 1$   $\frac{1}{85} \times 85 = 1$   
 $\frac{1}{86} \times 86 = 1$   $\frac{1}{87} \times 87 = 1$   $\frac{1}{88} \times 88 = 1$   $\frac{1}{89} \times 89 = 1$   
 $\frac{1}{90} \times 90 = 1$   $\frac{1}{91} \times 91 = 1$   $\frac{1}{92} \times 92 = 1$   $\frac{1}{93} \times 93 = 1$   
 $\frac{1}{94} \times 94 = 1$   $\frac{1}{95} \times 95 = 1$   $\frac{1}{96} \times 96 = 1$   $\frac{1}{97} \times 97 = 1$   
 $\frac{1}{98} \times 98 = 1$   $\frac{1}{99} \times 99 = 1$   $\frac{1}{100} \times 100 = 1$



(1) (2) (3) (4) (5) (6) (7) (8) (9) (10) (11) (12) (13) (14) (15) (16) (17) (18) (19) (20) (21) (22) (23) (24) (25) (26) (27) (28) (29) (30) (31) (32) (33) (34) (35) (36) (37) (38) (39) (40) (41) (42) (43) (44) (45) (46) (47) (48) (49) (50) (51) (52) (53) (54) (55) (56) (57) (58) (59) (60) (61) (62) (63) (64) (65) (66) (67) (68) (69) (70) (71) (72) (73) (74) (75) (76) (77) (78) (79) (80) (81) (82) (83) (84) (85) (86) (87) (88) (89) (90) (91) (92) (93) (94) (95) (96) (97) (98) (99) (100)

e b ; f , l , > e d e u e n o o  
 e o i n n e a s f o i i s i  
 e s - f e . b o n f i n n e .  
 e n i ; o n o o f f e d e -  
 e s o y . e s o i i ; s e  
 e s f i n o i s t u o  
 e ) e o i i . e d e y e  
 e o y ! s e p a n . i  
 e n e e b i ( e e o . - ;  
 e . e y i e , e s o n t e  
 e . e e d e n - o d n o o  
 e o o s y e , f i f e o  
 e n e e s e o o , e  
 e . o s f e b . e o o f f e .

[illegible]





[illegible]



## No. 11

**F**ROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Planters' Palace Hotel, at Big Gap, Kentucky. Mr. Pierrepont's orders are small and his expenses are large, so his father feels pessimistic over his prospects.



*"Josh Jenkinson would eat a little food now and then just to be sociable, but what he really lived on was tobacco."*





[illegible]













I have been thinking of you  
 very much lately and wondering  
 how you are getting on. I hope  
 you are well and happy. I have  
 been very busy lately but I  
 have managed to find some time  
 to write to you. I have been  
 thinking of you very much lately  
 and wondering how you are getting  
 on. I hope you are well and  
 happy. I have been very busy  
 lately but I have managed to  
 find some time to write to you.  
 I have been thinking of you  
 very much lately and wondering  
 how you are getting on. I hope  
 you are well and happy. I have  
 been very busy lately but I  
 have managed to find some time  
 to write to you. I have been  
 thinking of you very much lately  
 and wondering how you are getting  
 on. I hope you are well and  
 happy. I have been very busy  
 lately but I have managed to  
 find some time to write to you.

L. r. e. e. b. b. s. / 2. v.  
 - a = e. / y. g. / e. n.  
 / m. / s. - i. s. s.  
 b. e. r. r. y. s. - d. e. s. s.  
 e. e. d. / h. e. r. e.  
 s. s. e. h. e. r. / e. b. s.  
 e. / e. e. e. s. / d. e. s.  
 / e. e. d. s. s. e. b. s. / h. s.  
 s. e. e. s. s. / e. e. e. b.  
 i. s. s. e. y. s. s. e. e.  
 s. s. e. e. e. e. s. s. e. e.  
 e. e. e. e. e. e. e. e.

2. s.

b. e.

## No. 13

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago, to  
his son, Pierrepont, care  
of The Hoosier Grocery  
Co., Indianapolis, Indiana.  
Mr. Pierrepont's orders  
have been looking up, so  
the old man gives him a  
pat on the back—but not  
too hard a one.



*"When John L. Sullivan went through  
the stock yards, it just simply shut down  
the plant."*







w l. r e y o n n n n n n  
 . e l f f - l z i o ! n n n  
 n . z e n l a e n . o n l  
 w z f e n n ; l n e z n  $\frac{2}{3}$   
 n n . o f a e e - l ) f l  
 n l e n p . f . r d n e n n  
 l l l o . o n n n n n n  
 n d f r o n n n n n n  
 n n d l f n n n n n  
 n n e d f d n n n n  
 n n n n o n n n : f . n 2 o .  
 ! f . d l l - n n n n n . n  
 b . b e n l n n l l l n  
 n n n n n n . e f l l o n

[illegible]

I am so glad to hear of  
 your success in your  
 studies. I am sure you will  
 continue to make progress.  
 I am so proud of you.  
 I hope you will continue to  
 study hard and make  
 good use of your time.  
 I am so glad to hear of  
 your success in your  
 studies. I am sure you will  
 continue to make progress.  
 I am so proud of you.  
 I hope you will continue to  
 study hard and make  
 good use of your time.



2. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 8





1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.



## No. 15

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago, to  
his son, Pierrepont, at  
The Scrub Oaks, Spring  
Lake, Michigan. Mr.  
Pierrepont has been pro-  
moted again, and the old  
man sends him a little  
advice with his appoint-  
ment.



*"A good many salesmen have an idea  
that buyers are only interested in funny  
stories."*

# XV

July 1, 1899 -

1. 2:00 / 2 329° 0' 0" 100  
 2. 4:00 100 100 100 100 100  
 3. 6:00 100 100 100 100 100  
 4. 8:00 100 100 100 100 100  
 5. 10:00 100 100 100 100 100  
 6. 12:00 100 100 100 100 100  
 7. 14:00 100 100 100 100 100  
 8. 16:00 100 100 100 100 100  
 9. 18:00 100 100 100 100 100  
 10. 20:00 100 100 100 100 100  
 11. 22:00 100 100 100 100 100  
 12. 24:00 100 100 100 100 100  
 13. 26:00 100 100 100 100 100  
 14. 28:00 100 100 100 100 100  
 15. 30:00 100 100 100 100 100  
 16. 32:00 100 100 100 100 100  
 17. 34:00 100 100 100 100 100  
 18. 36:00 100 100 100 100 100  
 19. 38:00 100 100 100 100 100  
 20. 40:00 100 100 100 100 100  
 21. 42:00 100 100 100 100 100  
 22. 44:00 100 100 100 100 100  
 23. 46:00 100 100 100 100 100  
 24. 48:00 100 100 100 100 100  
 25. 50:00 100 100 100 100 100  
 26. 52:00 100 100 100 100 100  
 27. 54:00 100 100 100 100 100  
 28. 56:00 100 100 100 100 100  
 29. 58:00 100 100 100 100 100  
 30. 60:00 100 100 100 100 100

a d; m 3; ) m a n, a d  
 d, b, m d r e o h e o  
 / p - s m ( a. d - i h  
 e v. n. - f d e u - i d  
 v d - d e u n r e f; e l  
 - d - m ) e p; y v. n. i "o"  
 "e g o a z o u h - ) y  
 b i v r e. q u n s o )  
 u n n o o. v g d. e o  
 e f; d i o. - n t y -  
 d v s o e n t o e v r  
 y d? 3. b y "o d, i m h  
 h o - s o. n - - d d e m  
 ( - n. o o, b o o. "i r

*[Handwritten notes in Tamil script]*





1. The first letter is a  
 2. The second letter is a  
 3. The third letter is a  
 4. The fourth letter is a  
 5. The fifth letter is a  
 6. The sixth letter is a  
 7. The seventh letter is a  
 8. The eighth letter is a  
 9. The ninth letter is a  
 10. The tenth letter is a  
 11. The eleventh letter is a  
 12. The twelfth letter is a  
 13. The thirteenth letter is a  
 14. The fourteenth letter is a  
 15. The fifteenth letter is a  
 16. The sixteenth letter is a  
 17. The seventeenth letter is a  
 18. The eighteenth letter is a  
 19. The nineteenth letter is a  
 20. The twentieth letter is a

... ( ... )  
... ..  
= . ... { ... }  
... > ... ..  
6 ... ( ... )  
... ..  
... ..  
E: ... ..  
... ..  
... ( ... )  
... ..  
... ( ... )  
... ..

[illegible]







# SOME GREGG PUBLICATIONS

(Prices subject to change without notice)

## SHORTHAND INSTRUCTION BOOKS

|   |        |
|---|--------|
| <b>Gregg Shorthand Manual.</b> Revised edition. Bound in cloth...   | \$1.50 |
| <b>Gregg Speed Studies.</b> Combined supplementary textbook and dictation course, dealing with problems of speed and accuracy. All reading and writing material in shorthand, conforming to principles of the New Manual. 328 pages, cloth binding..... | 1.20   |
| <b>Supplementary Exercises in Gregg Shorthand.</b> A collection of words, sentences, letters, tests and charts in shorthand and type, arranged in accordance with the division of material in the Revised Manual. 62 pages.....                         | .60    |
| <b>Progressive Exercises in Gregg Shorthand.</b> Revised for use with the New Manual. Tests students' knowledge of each lesson ..   | .50    |
| <b>Graded Readings in Gregg Shorthand.</b> By Alice M. Hunter. A new reading book adapted to early dictation. 120 pages, cloth binding.....   | .75    |
| <b>Lessons in Shorthand Penmanship.</b> By John Robert Gregg...   | .12    |
| <b>Gregg Speed Practice.</b> Reading and writing exercises, combined with dictation practice. Illustrated with shorthand forms. 258 pages.....  | 1.20   |
| <b>Gregg Shorthand Dictionary.</b> New edition, containing the outlines of nearly 17,000 words. Flexible binding.....   | 1.50   |
| <b>Gregg Shorthand Phrase Book.</b> Contains about 2,400 useful phrases. A great aid in attaining speed. Vest-pocket size ..  | .75    |
| <b>Practical Drills in Shorthand Penmanship.</b> By George S. McClure.....  | .16    |
| <b>Curso de Taquígrafia de Gregg.</b> (An adaptation of Gregg Shorthand to Spanish.) Bound in cloth.....  | 1.50   |
| <b>Gregg Shorthand Adapted to Esperanto.</b> By Ernest L. Jackson. Attractively bound .....   | .40    |

## DICTIONATION

|   |      |
|---|------|
| <b>Expert Shorthand Speed Course.</b> By Rupert P. SoRelle. Explains the methods and gives the practice matter used in training the successful contestants for the Miner Medal. 260 pages, bound in cloth.....    | 1.00 |
| <b>Graded Dictation.</b> By Walter Rasmussen. Carefully graded, with blanks for writing in the shorthand. 228 pages.....  | 1.00 |
| <b>Shorthand Dictation Drills.</b> Edited by John Robert Gregg. Carefully graded dictation material—business letters, literary and informative articles. Printed entirely in type. Bound in cloth. 212 pages..... | .80  |
| <b>Constructive Dictation.</b> By Edward Hall Gardner. Embodies a new idea of teaching practical business English along with dictation. Extensive vocabulary in shorthand. 376 pages. Cloth ....                  | 1.20 |

## FOR THE REPORTER

- The Gregg Reporter.** By John Robert Gregg. A guide to court reporting, with list of reporting phrases and short cuts, plates of court testimony, etc. 111 pages, bound in cloth. . . . . \$1.50
- Gregg Court Reporting Series.** Practice matter on court testimony, jury charges, etc. Gregg Notes Nos. 1 and 2 are the shorthand forms; Gregg Dictation Nos. 1 and 2 are the transcripts. Each pamphlet. . . . . .24
- Gregg Reporting Shortcuts.** By John Robert Gregg. . . . . 2.25

## READING BOOKS IN GREGG SHORTHAND

- Gregg Shorthand Reader.** A collection of stories and articles. . . . .28
- The Sign of the Four.** By Sir A. Conan Doyle, 188 pages bound in cloth. . . . . .75
- Letters from a Self-Made Merchant to His Son.** By George Horace Lorimer. Revised edition, 120 pages, bound in cloth. . . . .75
- Creeds of Great Business Men.** 38 pages. . . . . .24
- A Christmas Carol.** By Charles Dickens. 56 pages. . . . . .28
- The Great Stone Face.** By Nathaniel Hawthorne. . . . . .24
- The Legend of Sleepy Hollow.** By Washington Irving. . . . . .32
- Rip Van Winkle.** By Washington Irving. . . . . .28
- Hamlet.** As told by Charles Lamb. . . . . .20
- Alice in Wonderland.** By Lewis Carroll. 154 pages. . . . . .75
- Advanced Practice in Gregg Shorthand.** Three Parts. The shorthand version of the articles in "Expert Shorthand Speed Course." Each part. . . . . .50

## TYPEWRITING

- Rational Typewriting.** By Rupert P. SoRelle and Ida McLenan Cutler. Cloth bound, end opening.
- Revised Edition.** A comprehensive course for use in high schools and private business schools desiring an extended course. . . . . 1.50
- Medal of Honor Edition.** A short, intensive course for highly specialized business schools. . . . . .1.08
- Methods of Teaching Typewriting.** By Rupert P. SoRelle. Net. . . . . 1.50
- Typewriting Speed Studies.** By Adelaide B. Hakes. . . . . .52

## ENGLISH, SPELLING

- Applied Business English and Correspondence.** By Hubert A. Hagar and Rupert P. SoRelle. Teacher's key furnished.
- Commercial School Edition** (exercises included). 344 pages. . . . . 1.40
- High School Edition** (without exercises). 190 pages. . . . . 1.00
- Separate Exercises for use with High School Edition.** . . . . . .40
- Applied Business Correspondence and Punctuation.** 110 pages. . . . .75
- Separate Exercises in Punctuation.** . . . . . .20
- Words: Their Spelling, Pronunciation, Definition and Application.** A new idea in spelling texts. 162 pages, bound in cloth. . . . .44

## OFFICE TRAINING

- Office Training for Stenographers.** By Rupert P. SoRelle. A complete and practical secretarial course for the advanced shorthand department, with separate Exercise Book. Text, \$1.25; Exercises, 75c. . . . . . 2.00



## COMMERCIAL SUBJECTS

|   |        |
|---|--------|
| <b>Essentials of Commercial Law.</b> By Wallace H. Whigam. Cloth bound, 392 pages.....  | \$1.40 |
| <b>Walsh's Business Arithmetic.</b> By John H. Walsh, Associate Superintendent of Schools, New York. For high schools and commercial schools. 496 pages. Cloth..... | 1.40   |
| <b>Rational Arithmetic.</b> By George P. Lord.....  | 1.00   |
| <b>Lockyear's Bookkeeping.</b> By M. H. Lockyear. An introductory course. Cloth bound, 105 pages.....   | .80    |
| <b>Bartholomew's Bookkeeping Exercises.</b> By W. E. Bartholomew. Constructive problems adapted to any text. In two parts, each...                                  | .72    |
| <b>Applied Business Calculation.</b> By C. E. Birch. 193 pages....  | .40    |

## MISCELLANEOUS

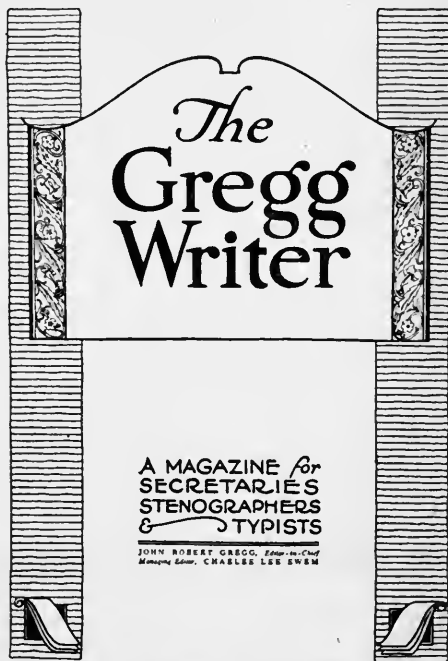
|  |          |
|--|----------|
| <b>Business Organization and Administration.</b> By J. Anton de Hass   | 1.40     |
| <b>An Introduction to Economics.</b> By Graham A. Laing. 400 pages.....  | 1.40     |
| <b>The Teaching of Shorthand: Some Suggestions to Young Teachers.</b> By John Robert Gregg.....  | .75      |
| <b>Vocabulary of the Manual.</b> A complete alphabetical list of all the words contained in the revised edition of the Gregg Shorthand Manual. 54 pages.....   | .60      |
| <b>How to Prepare for Civil Service.</b> By E. H. Cooper. Cloth....  | 1.50     |
| <b>The Factors of Shorthand Speed.</b> By David Wolfe Brown. 194 pages, cloth bound.....   | .75      |
| <b>Practical Pointers for Shorthand Students.</b> By Frank Rutherford. 131 pages, cloth bound.....   | .50      |
| <b>The Parliamentarian.</b> By Cora Welles Trow. A manual of parliamentary procedure and the rules of debate. 158 pages, cloth bound.....  | .75      |
| <b>Personality: Studies in Personal Development.</b> By Harry Collins Spillman. A book that opens a new field in education. Adapted to corporation schools, high schools and self-study. 206 pages, cloth bound..... | 1.50     |
| <b>The Gregg Emblem.</b> The Gregg ovals in blue and white enamel, with gold lettering. Pin or button.....   | .50      |
| <b>The Gregg Notebook.</b> Specially prepared for Gregg writers. Size 6x8 3/4 inches. Price in quantities quoted on application.   |          |
| <b>Gregg Reporter's Notebook</b> .....   | .20      |
| <b>Expert Copy Holder.</b> For typewriting manuals.....  | 1.00     |
| <b>Wall Charts.</b> The Gregg Alphabet in blue print, mounted map style. Four charts, 30x39 inches.....  | Net 2.50 |
| <b>The Gregg Pennant.</b> Of blue and white felt, 18x36 inches.....  | 1.50     |
| <b>The Gregg Eraser Tray.</b> Bronze finish.....   | .50      |

---

# *The Gregg Publishing Company*

NEW YORK    CHICAGO    BOSTON    SAN FRANCISCO    LONDON

# Inspiration and Help Twelve Times a Year



Price 15 cents

February, 1922

\$1.50 a Year

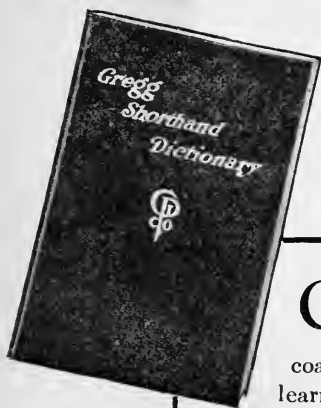
Seventy-five thousand writers and teachers of shorthand study the Gregg Writer every month. "The Principles," the shorthand learner's department, the Art and Credentials Department, the Reporter's Department and the special articles and editorials are all packed full of information and inspiration for every stenographer, reporter, or teacher. The magazine contains from ten to fifteen pages of shorthand plates each month.

*Subscriptions, \$1.50 a Year in the United States; Canada and Mexico, \$1.65; other countries, \$1.75. Single copies, 15 cents.*

Send all Subscriptions and Correspondence relating to the Magazine to

**THE GREGG WRITER**  
**631 South Wabash Ave. Chicago, Illinois**

# Add These 16,000 Words to Your Short- hand Vocabulary



**C**ARRY this handy little book in your coat pocket or your handbag and learn a few new outlines each day. Look up the form for the unusual

word you come across in your reading. Be sure that you write the shortest outline for the new words you encounter in dictation. Be ready for a position in a different line of work if it is offered you.

Nothing is of greater importance in increasing speed than a large shorthand vocabulary, and there is no surer or easier way of acquiring one than by the consistent use of the

## Gregg Shorthand Dictionary

The Dictionary contains nearly three times as many words as the former edition. They have been carefully chosen with a view to their frequency of use and the shorthand outlines are beautifully written in conformity with the principles of the new Manual.

It is just the right size to slip into the coat pocket and is beautifully bound in brown cloth, side-stamped in gold.

208 pages.....\$1.50

---

*The Gregg Publishing Company*

NEW YORK CHICAGO BOSTON SAN FRANCISCO LONDON

# THE SIGN of the FOUR

By A. CONAN DOYLE

---

THIS, the most thrilling of the tales of Sherlock Holmes, is now published in Gregg Shorthand. Whether or not you have read this before, be sure to get it in this form. There is not the same temptation to turn to the last page and "see how it comes out," when reading the shorthand version, and the clever work of the famous detective, the skillful weaving of the plot, and the surprising dénouement, will receive the attention that is their due.

Aside from the interest of the story, you need this book for your shorthand practice, for Conan Doyle is a master of English and the reading of "The Sign of the Four" will add many words to your shorthand vocabulary.

This book is bound in cloth, and contains 188 pages of beautifully written shorthand.

PRICE, postage prepaid . . . . . 75 cents

---

*The Gregg Publishing Company*

NEW YORK   CHICAGO   BOSTON   SAN FRANCISCO   LONDON



UNIVERSITY OF CALIFORNIA LIBRARY  
Los Angeles

This book is DUE on the last date stamped below.

Form L9-10m-3,'48(A7920)444

UNIVERSITY of CALIFORNIA  
AT  
LOS ANGELES  
LIBRARY



**A** 000 570 434 1

**Z57**  
**L89 1**

